

# Knitted Outerwear Times



the official publication of the  
national knitted outerwear association  
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sweaters • swim suits • infantswear • knit fabrics • polo shirts • gloves • headwear

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Abstracted

No. 52

## Preservation Of N. Y. Mill Leadership, Curb On Imports Urged By League

Need for sound economic policies that would strengthen the long-standing position of leadership of knitting mills in the metropolitan New York area was urged by Harold Korzenik, executive counsel of the United Knitwear Manufacturers League, at the annual dinner of the organization on December 14, at the Roosevelt Hotel.

At the same meeting, Herbert J. Iper, Cornish Knit Goods Manufacturing Corp. and League resident, laid responsibility for the mounting tide of sweater and knitwear imports from Japan, Hong Kong and Italy at the door of the nation's leading retailers.

Pointing out that labor costs

in the New York area have been steeper and "far in advance" of knitwear production centers in other parts of the country, Mr. Korzenik said that in contract negotiations with the union the premise "has been that New York producers who were the leaders in other respects ought to lead the parade in advanced working conditions."

"The time has come to revise that view as we enter our negotiations for our new industry pact," he cautioned. "We must take care not to widen the gap between ourselves and the rest of the country if we are to remain in the game within competitive limits. No matter how generous

or optimistic we may be by nature we cannot further weaken the footing for our leadership. The handicaps of New York in the knitwear contest are already too great for safety."

Earlier Mr. Korzenik had contrasted conditions in the New York market with those of out-of-town communities seeking to attract plants from this area. Here in New York, he said, mills are faced with a diminishing supply of skilled labor, loft rents that are higher than anywhere else in the country, traffic snarls that thwart deliveries and hamper employee mobility.

"While we hope for amelioration of these problems over a period of time," he noted, "for the present they make knitwear production in New York City far

(Continued on Page 29)

## Non-Cellulosic Fiber Capacity At 386 Million

The man-made fiber industry's current production capacity for non-cellulosic staple fiber and tow totals 386 million pounds, according to the Textile Economics Bureau. By November, 1962, this capacity is expected to increase 12½ per cent to a total of 435 million. The total current productive capacity for non-cellulosic staple fiber and tow comprises 111 million pounds of nylon, 206 million pounds of acrylic and modacrylic fibers, and 139 million pounds of polyester, nitril and vinylon fibers.

The estimated capacity for non-cellulosic staple fiber and tow in the acrylic and modacrylic category will amount in November, 1962, to 226 million

pounds.

Current capacity for non-cellulosic yarn amounts to 525 million pounds, of which 456 million pounds represent nylon.

Shipments of acetate filament yarn in November amounted to 17 million pounds, a slight increase over the October level of 16,900,000 pounds, the Bureau reported. Rayon yarn and staple deliveries last month were 62,800,000 pounds, six per cent higher than October. Of the combined November acetate rayon yarn total, 78 million pounds were shipped to domestic consumers and 1,800,000 pounds were exported.

Over the first eleven months this year, acetate yarn deliveries totaled 210,500,000 pounds or one per cent above the 208,700,000 pounds of the same 1959 period.

High tenacity rayon yarn shipments last month came to

(Continued on Page 29)

## Imports

### NKOA To Oppose Knit Headwear Tariff Reduction

Strong objections to the inclusion of knitted headwear on the list of products to be included for tariff reduction under the Reciprocal Trade Agreement's program will be registered by the National Knitted Outerwear Association at a hearing in Washington on January 5, it was announced by Sidney S. Korzenik, NKOA executive director and counsel. The Association's brief, the fourth submitted by the Association in connection with the current Geneva negotiations, will be submitted by Mr. Korzenik.

#### Category And Rates

The knitted headwear category includes hats, bonnets, caps, berets and similar articles (not including those for infants), finished or unfinished, wholly or in chief value of wool, valued over \$2 per pound. The present tariff rates on these articles valued over \$2 but not over \$5 per pound is 37½ cents per pound plus 30 per cent ad valorem. The tariff rate for headwear products valued over \$5 per pound is 37½ cents per pound and 20 per cent ad valorem. Under the Tariff Act of 1930, Mr. Korzenik pointed out, the duty for these articles had been 50 cents per pound plus 50 per cent ad valorem.

In a bulletin to members of the Association's knit headwear group, Mr. Korzenik pointed out that imports of knit headwear in the classification up for negotiation totaled 208,199

(Continued on Page 29)

## Russia Threat To Australian Wool Dominance

LONDON, England — The Australian Bureau of Agricultural Economics has just soberly concluded that Australia will be knocked out as the world's chief source of wool by 1965. By then, says the bureau, the Soviet Union will be the leader.

As present, Russia has 130 million sheep, Australia some 150 million. By 1965 Russia plans to have 200 million, Australia has no particular plans for expanding her flocks.

The bureau also states that the Russian flocks in 1965 will include 120 million prime wool merinos, 6,000,000 more than Australia has at present. Australia can blame herself for this. In 1928, it exported 8,000 prize

(Continued on Page 30)



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## FEATURES IN THIS ISSUE

NEKOMA Semi-Annual Meeting . . . . .	3
Knitting Machinery Developments . . . . .	7, 9
Knitting Techniques . . . . .	13
Mill News . . . . .	17
Men's Wear . . . . .	25
Sewing . . . . .	26
Swimwear . . . . .	27

## District Associations

# NEKOMA Hears Talk On Cost Accounting

By EDWIN K. LANGILLE

BOSTON, Mass.—Cost accounting problems as they relate to the knitted outerwear industry were discussed by Karl W. Nass, executive vice president and a director of Emple Knitting Mills, Bangor, Me., at the semi-annual meeting of the New England Knitted Outerwear Manufacturers Association, held in the Harvard Room of Purcell's Restaurant on December 7. Mr. Nass spoke following a brief talk by James F. Nields, Warp Knitters and president of the National Knitted Outerwear Association. He was introduced by Joseph Emple, president of the New England group.

Mr. Nass said that in seeking sound basis for the evaluation of plant performance, efficient management has constantly in mind the question: "Are we doing as well as we think we should with the business we have?" Cost accounting attempts to answer this question by the analysis and comparison of two different costs. Historical costs and costs estimated under given conditions.

"The difference between these costs is what is called variance and is the index to the projected efficiency of the operation. Variances are developed in dollars and cents relative to materials, labor and overhead. These figures must be broken down in each instance as to cause. For example, was more spent on materials than estimated because of higher prices, or was more material used?

"Consider the procedure and problems we in the knitwear industry would deal with in accounting for direct materials," Mr. Nass continued.

"We start with an original inventory of yarn which has been physically weighed. What is the historic cost of this yarn? Should we use invoice price? No—because in general we all buy on a regain basis, and our invoice price is applied to a corrected net pounds. Our best basis, in my opinion, is a price derived by dividing the total dollar cost per the invoice by the scale weight net pounds billed to obtain a cost per pound of actual weight received.

"One could logically argue that the moisture content of the yarn had decreased even more, so that we still have not arrived

at a proper cost price per pound. This is true, but it is most impractical to determine the residual moisture content of each lot. Therefore we must rest on an assumption that we received X pounds scale weight.

"All subsequent purchases are brought into inventory on the same basis. Now we must handle the flow of these materials into process, and the procedure becomes more complex as we develop our variances.

"The first step is to transfer the values of material issues based on historical cost, as derived above, to a 'Material Quantity Variance Account.' The next step is to transfer out of this account and into 'Goods in Process' account the standard value of the yarn required for the production order. This value is based on the standard pounds required times the standard price per pound.

### Problem of Values

"Now we face another problem. Do we develop standard values for each size, for it is clear that the standard pounds required will vary by sizes, or do we use the average standard values shown on our cost sheet? Here, we must make an assumption based on common sense. We want to leave in the material variance account the difference between the quantity of materials actually used and the quantity we estimated we would use on a run of sizes for the season. Further, in putting values into 'Goods in Process' account at standards, we must remember we are going to take these values out at standard as goods go into 'Finished Stock' or are shipped. Thus, it is more logical simply to use the average values shown on our cost sheet.

"But how to arrive at standard values? First, let's take poundage. I have yet to find two firms who estimate this in the same way. Some firms develop a series of standard fabrics and



**Presentation by Harold M. Linsky, NEKOMA executive secretary, to Karl W. Nass, left, exec. vice president, Emple Knitting Mills, and guest speaker at semi-annual dinner of New England Manufacturers' Assn.**

determine a weight per square inch. Then they make a multitude of calculations to determine the weight of each size in the range by applying the weight per square inch to the total square inches of fabric required for each size.

"These size weights in turn are weighted by the proportionate size distribution in the range based on previous selling experience for a similar type of sweater. Then to this, they apply a percentage variation to build up this weight in terms of previous production experience to compensate for waste, lower yarn yield due to sizing and such other items.

"We approach this matter in a somewhat simpler manner. During the year, we maintain weight records of all production orders (weight before washing) and compare these with the estimated standard weights to keep an eye on the variations. When they run significantly over or under, we analyze production by sizes to try to account for the variations and to guide us in the future.

"As to standard pricing, we try to estimate the average base price of yarn to be purchased during the coming year. Almost invariably this figure will be somewhat higher than the market price prevailing at the time our standard is set. We also try to estimate the average cost of dyeing based partly on our ex-

(Continued on Page 5)

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Sweater by Brownie Knitting Mills, Inc.—9 gauge with lace—produced on the "READING" Full-Fashioned Outerwear Machine

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perience during the past year and partly on our new color line for the forthcoming year.

"This does not work out perfectly, either overall or style by style, but it does average out very, very closely. First, we have transferred to 'Goods in Process' the standard value of the direct materials for the goods put to work; second, we have left in 'Material Quantity Variance' account the difference between (a) the actual quantity of materials issued at the recalculated original or historical cost, and (b) the standard quantity of materials which should be used at the standard price fixed.

#### Price Differential

"This means that we still have to pull out of the 'Material Quantity Variance' account, the price differential on the quantity actually issued between the historical cost and standard cost. This is done by multiplying the pounds issued by the standard price per pound and deducting it from the original cost of such quantity.

"This difference is transferred from 'Material Quantity Variance' account to 'Material Price Variation' account. By accumulating these entries by accounting periods, we now have an idea of (1) how much more or less materials was used than estimated and (2) how much more or less we paid for these materials than we estimated.

#### Labor Variances

"Similar variances are developed in a cost accounting system relative to indirect materials, labor and overhead. With respect to labor, we develop variances which show up efficiency, changes in hourly rate scales and unused productive capacity. With respect to overhead, or burden, we get similar reflections for efficiency and unused productive capacity.

"A periodic accounting statement of profit and loss would look like this: sales less standard cost of sales equals gross profit based on such standards; that is, the job we think we should have done. Then we deduct our variance losses or add our variance gains for material quantity, material price, labor efficiency, labor rate changes, labor unused productive capacity, overhead efficiency and overhead unused productive capacity."



At New England KOMA semi-annual dinner. Left to Right, James Lanza, of Roper & Lanza and vice president of NEKOMA; James F. Nields, president of the National Knitted Outerwear Association; Joseph Emple, NEKOMA president; Ben Greenfield, NEKOMA vice president and Samuel I. Gold, past president, NEKOMA.

#### 1961 Outlook

### New England Mills Are Optimistic; 1960 Business Pattern Was Good

BOSTON, Mass.—Although records may not have been broken during 1960, New England knitters generally report business satisfactory and many achieved the anticipated gains set as goals for the year. Nearly everyone appears to have noted changes in the buying patterns during the year, but where weakness turned up in one department compensating factors were noted in others. A strong optimistic attitude prevails throughout the industry in this area, however, as to the outlook for 1961.

Spring bookings on all fronts are well along and in many instances ahead of this time a year ago. Many firms indicate that they have physical expansion of plants in the planning stages which will entail installation of considerable new equipment here.

The influx of double jersey knit dresses does not appear to have influenced the manufacture of ladies' sweaters one way or the other. Manufacturers notable for classic styling and use of natural fibers and blends have done particularly well during the past year.

Edward Bernat, executive vice-president of Garland Knitting Mills, said that his firm had found 1960 very good and that the company had achieved its projected increase of about 30 per cent. He also said that spring business now coming in was well in advance of a year ago and that some selections were already oversubscribed.

Garland will continue to use natural fibers predominantly and limited quantities of Orlon, but nothing new in the use of other

synthetics is anticipated. During the coming year the company will increase its number of full-fashioned 31 gauge machines and will also add more Dubied machines for bulky work.

Indications are that more new fabrics and styling will be forthcoming in 1961 in infants' and children's knits. Handlers of unit apparel in this field have been somewhat harried by foreign competition and the trend will continue in 1961 to steer away from conventional styles and yardgoods.

Jerry Wyner, vice president in charge of production at the McKem-Vanta division of Shawmut Knitting Mills, said that the company found the past year most satisfactory although some weakness, pricewise, was experienced, tending to reduce the margin of profit somewhat. He also said that the company had every reason to feel optimistic in its 1961 outlook and that bookings coming in were most encouraging; although not so many stores were buying early, those now in the market are placing orders substantially higher than a year ago. This firm also indicated that physical expansion plans were contemplated and that new equipment would be added during the coming year

although details have not yet been completely formulated.

In the field of men's sweaters there is likely to be a resurgence of the classic and conventional styles here with explorations in new synthetics. Exaggerated bulkies and shawl collars may have had their inning in this area for the time being.

Joel Gordon, vice president of Revere Sportswear, said that spring advance orders are running well ahead just now and that company officials feel very much encouraged with the outlook for the new year. This firm reports that Antron has been introduced extensively in the new spring line and that the enthusiastic reception of this new nylon filament already warrants further expansion in this field for fall, 1961.

Mr. Gordon also said that no trend or pattern as to collar treatment had as yet developed but that the finer gauges were likely to be favored by Revere next year. He also said although the past year was slightly off due to some lag this fall, given a couple of good weeks this month, the entire fourth quarter picture might well change.

#### Interest In Coat Sweaters

A better demand for coat sweaters was reported by Jim Lanza, proprietor of Roper & Lanza, who said that 1960 sales were very good and better than a year ago. During the past year, this firm took over another floor for the expansion of its baby shaker cut and sew department.

Al Baker, of Jersey Knitting Mills, said, "We found the year just ended reasonably good. Demand for fleece lining materials and some of our cotton business came to a standstill a little earlier than in other years and the jersey cloth business was somewhat disappointing because we were late getting started. Demand for fancy materials and specialties has been running very good and we have been busy with double pique work."

"There has been an effort on our part to meet foreign competition which has injured the demand for single needle jersey knit to a degree. We are installing six new Brinton PR 19; three are already in and the other three will be in use by the end of January. We are also considering acquiring a few new Terrots."



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## Knitting Machinery Developments

**Stibbe Markets 3-Cut Rib Jacquard Sweater-Strip Unit**

A NEW 3-cut rib jacquard body-length machine has been developed by G. Stibbe & Co., Ltd., Leicester, for the production of bulky knit outerwear. Called Model 553, the new machine is complementary to Stibbe's existing Model SB/55, a versatile rib jacquard body-length unit which is built in gauges down to 5 x 5 needles per inch and currently used for the manufacture of heavy Norwegian style men's, women's and children's sweaters. The new model offers scope for the production of extra-coarse gauge garments.

Although the new machine is an outgrowth of the Model SB/55, and incorporates certain standard components which are used in the earlier model, the company stresses that Model 553 has been designed and built expressly for use as a 3-cut unit. Available initially in 20 and 22 inch diameters, and equipped with six feeds, the machine is of orthodox cylinder and dial, revolving cambox construction, with the dial held in fixed relative position during knitting by an epicyclic gear train. A standard Stibbe three-finger striping unit with 12-position selecting drum is provided at each feed.

Normal running speed is 18 r.p.m., with half-speed operation

during knitting changes — when changing from rib border to body structures, at changes between garment lengths, and when striping changes are taking place. To permit the production of welts in 1 x 1, 2 x 2 and other rib structures, and for obtaining rib and interlock gating (with automatic change from one to the other), a shogging motion is incorporated, giving positive drive of the dial in either direction.

On coarse-gauge units of this type, rib gating would normally be used for full set 1 x 1 rib or for 2 x 2 rib with 2 x 1 needle setout. Interlock gating, on the other hand, would normally be used to facilitate the production of half-gauge 1 x 1 rib, depending on the type and count of yarn and the stitch structure of the body section.

The cambox is provided with three cam tracks, actuating

three-butt plate latch needles of special construction, custom-built for this machine. Each needle cooperates with a patterning jack with a single (bottom) butt. Both the dial and cylinder stitch cams at every feed can be automatically adjusted by the main control drum to produce four pre-selected stitch lengths.

Because of the coarseness of gauge and the relatively large amounts of yarn with which the needle hooks have to deal, especially during tucking, the verge bits have been extended outwards and the machine is built with an extra-deep needle cylinder. The object of this is to prevent the length of yarn between two adjacent needles from fouling the upper edge of the cylinder and causing burst loops. The cylinder needles are cut away towards their upper end and resemble the type of needle used in V-bed flat machines.

The needle-selecting unit is a modified Stibbe 37-step jacquard control mechanism, which is very simple in operation and permits complex jacquard designs to be produced on a single drum. The machine is controlled by a main chain made up of high and low links, cooperating with an upper peg drum containing 216 vertical rows of holes. The peg drum is racked round one position per feed for each low link in the chain; a high link causes the racking movement to be bluffed. The pegs in this upper drum control the half-speed drive for the various knitting changes, the master cams which engage and disengage the multi-step mechanism when it is desired to knit on cylinder needles only, striping changes, stitch length changes, movements of the bolt and swing cams, and the shogging movements of the dial for rib knitting and alteration of gating.

A second chain is provided on the machine, cooperating with a patterning drum situated immediately below and co-axial with the control drum. The patterning drum also contains 216 vertical rows of holes. In this second chain, a high link causes clockwise movement of the drum at each feed; a medium height

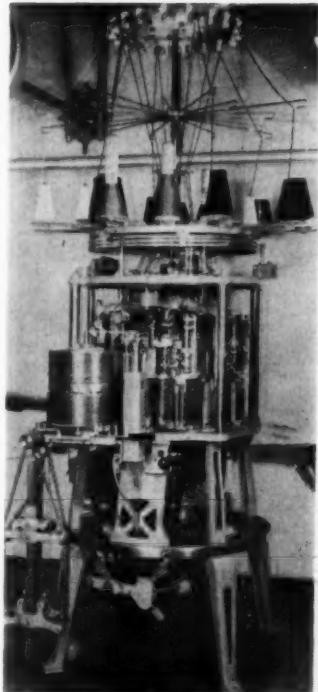


Fig. 1. Overall view of the new Stibbe Model 553 3-gauge machine.

link bluffs the racking movement; and a low link causes an anti-clockwise movement of the drum.

#### Patterning Jack

The patterning jack provided beneath each cylinder needle is caused to swing outwards at its lower (butt) end at the approach of every feed and, if it is not required to function, it is pressed in again before it is reached by the raising cam. If the patterning jack is engaged by the raising cam, it may be lifted either to full clearing height or only to tuck height, on a selective basis. This is subject to the proviso that, if selected needles are lifted to tuck height, the other needles must remain at non-knitting level; but if selected needles are lifted to clearing height, the remainder may stay at non-knitting level or be raised to tuck height, depending on the type of structure being knitted.

Provision is made in the dial camming for collective tucking at the second, fourth and sixth feeds, using a swing cam; needles cammed outwards to the

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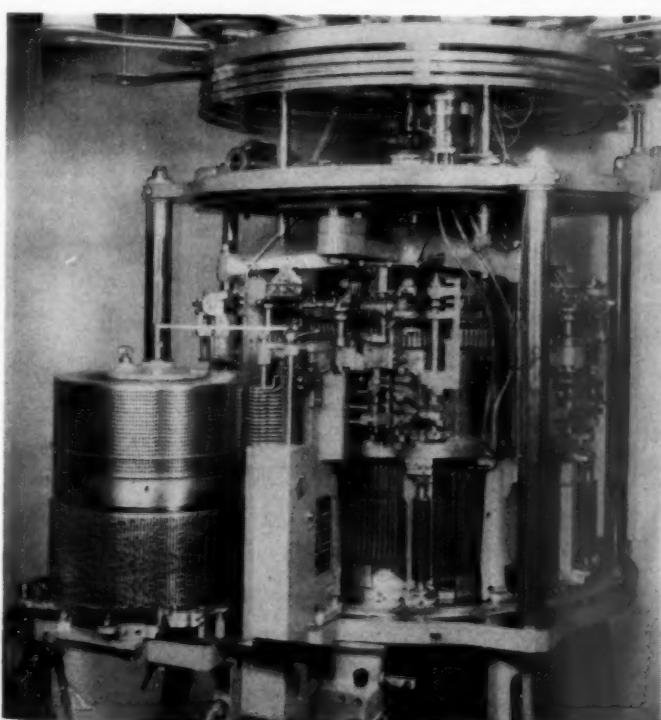


Fig. 2. Close-up of head of Model 553 machine, showing the 37-step jacquard control mechanism.

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latch-opening position remain there until they have received yarn.

Like other machines in the Stibbe range, the Model 553 is equipped with standard Trip-Lite electronic stop-motions for detecting loss of tension in the yarn, lack of yarn, needle load-ups, etc., and a standard Stibbe three-roller take-up mechanism.

The wide range of structures which can be produced on the new unit includes two and three color jacquard with or without bird's-eye (twill) backing; three-color effects can also be produced by knitting a two-color jacquard structure with a third color striped-in. Mock racked rib effects can be produced by tucking on one or two cylinder needles on either side of a small number of dial needles. Tuck-rib constructions such as half and full cardigan, together with welt (ripple) stitch, patterned relief, honeycomb, etc., can also be produced.

As is well known, the coarseness of rib structures is greatly accentuated by tucking, and Model 553 offers ample scope for extra-bold rib effects produced by tucking on the dial and cylinder needles to create full-cardigan rib. The scope for producing tuck-rib structures is, of course, greatly enhanced by the provision of a true jacquard needle-selection mechanism. Pronounced honeycomb structures can be effected by a six-course cycle of four tucking positions followed by two clearing positions.

The body sections can begin with French or English welt, and it is possible also to produce tubular welts, although there is

hardly likely to be any call for such a structure on fabrics of this type.

Model 553 offers pattern areas ranging in size from 216 courses deep by 72 wales wide for single-color work, to 72 courses by 72 wales for three colors, based on a yarn of 2/16's worsted count. The 22-inch machine, knitting 2/6's worsted count, three ends of 2/16's worsted count, or two ends of 3/16's worsted count, would produce fabrics with a tubular width of about 36 inches in full-cardigan structure and about 30 inches in half-cardigan. Jacquard fabrics in similar counts of yarn would be about 22 to 24 inches wide. The average weight of typical garments produced from body and sleeve lengths of this type would be between 18 and 24 lb. per dozen, depending on garment style as well as yarn count and stitch density. Very attractive fabrics have been produced from 2/6's worsted count (wool), which seems to be the ideal count for 3-gauge structures, consistent with practical fabric weight.

For obvious reasons, it is expected that Model 553 will be used mainly for the production of wool garments, but some interesting development fabrics have already been produced on the machine in acrylic and textured filament yarns. In view of some of the recent developments with these types of yarns, the 3-cut unit will be of especial interest for the production of extra-bold bulky knit sweaters which are light in weight and can be readily washed and dried in home laundry equipment.



Left, selection of typical jacquard fabrics producible on the 3-cut Stibbe unit. Right, typical rib structures producible on the 3-cut Stibbe unit.

### **Knitting Machinery Developments**

## **New Pique Fabric Machine**

LACONIA, N. H.—Details of the new fine cut, stationary cylinder pique yardgoods machine which Scott & Williams, Inc., will introduce in the near future, were released last week by the company. Like its well-known Model PR-19 unit, the new double jersey machine will be equipped with pattern wheels for needle selection. Available in up to 18 cut, the pique machine will have 32 feeds and 30 inch diameter needle housings. Operation will be at 23 r.p.m., producing 18 yards per hour or 16.9 lbs. of cloth per hour weighing 15 ounces and measuring 64 inches wide. These production figures are based on 100 per cent operating efficiency using 1/32 worsted yarn and the fabric having 34 courses to the inch.

A feature of the new Scott & Williams machine is that the dial and cylinder are designed and engineered to hold the needles in their correct position so that the proper mesh is maintained between the dial and cylinder needles. This, it is claimed, is of utmost importance when knitting pique fabric in 16 or 18 needles per inch. This special design, the company points out, also prevents the needles from being pulled together because of the way pique fabric is knitted. The outer edge or combing on both dial and cylinder is made up of inserted steel bits, and the walls are of the inserted type. The walls are made of tempered steel and are rigidly held in position by solder. A special cleaning operation is used to remove all excess solder and thoroughly clean the needle slots.

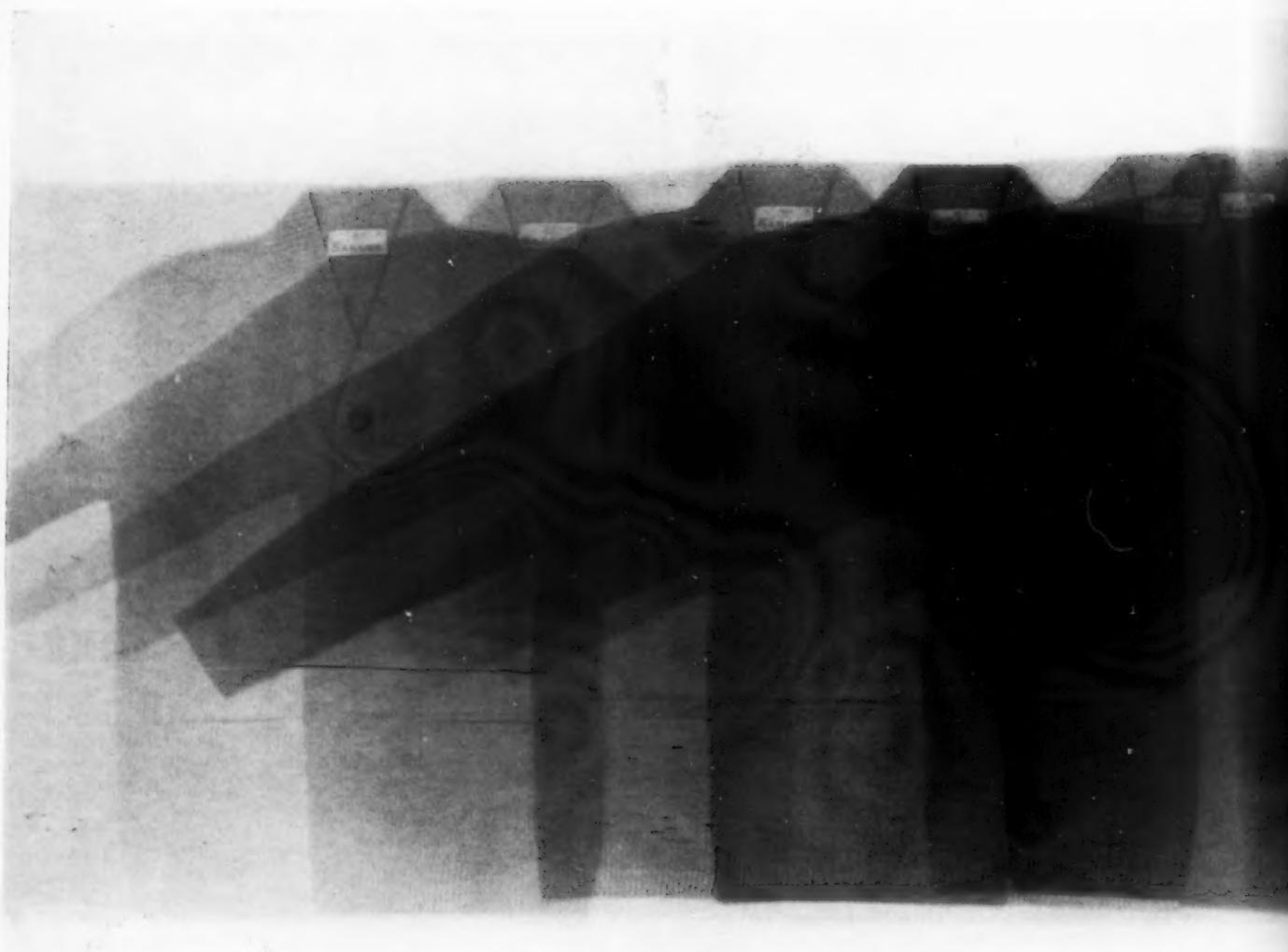
To hold the dial in a correct position, an extra heavy cross bar and spindle has been placed in the machine. The cross bar is equipped with eight adjusting screws, so that the dial may be trued to a close tolerance. This feature, too, is important to the proper meshing of the needles in fine cuts.

The cap has an extra heavy hub to insure its alignment with the dial. The cams for both the cap and ring sections have been placed on one-piece sections. This makes possible the inspection of the needle butt raceways by removing the section from the machine.

The gear ring on which are mounted the cam ring sections is fitted with close tolerances to an extra heavy bed plate. The cylinder is mounted to the bed plate and also held to a very close tolerance to maintain the correct mesh of the cylinder needles to the dial needles.

The fact that the pique unit is of stationary cylinder design is claimed to make it "ideal" for knitting fine cut pique cloth. Stationary cylinder units, the company explains, have a less complicated drive than is found on a revolving cylinder machine.

(Continued on Page 17)



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Here's the biggest success story of the year in the boys' sweater field: Sargon went in, in depth, for **100% Acrilan acrylic fiber**—and they really moved sweaters! The styling was right, the colors were good, clear and deep, the texture of these sweaters was rich.

By using Acrilan for a fair share of



**Sargon made the big  
move to Acrilan\*...  
(and really pulled ahead of  
competition in 1960)**

Chemstrand has licensed this "A"-Acrilan trademark as an ingredient trademark for those fabrications that provide utility, styling and consumer value. In order to obtain a license to use this trademark, the fabrications must meet certain rigid specifications as established by The Chemstrand Corporation.



heir total output, Sargon also enjoyed certain well-known economies that don't exist with any other fiber.

Sargon is going with Acrilan again for Spring and Fall 1961. If you are interested in a success story like this, get with Acrilan! Call Jerry Edelman at Oxford 5-5100.

Chemstrand makes only the fiber; America's finest mills and manufacturers do the rest.

Angels 14 • Canadian Agency: Fawcett & Co., 34 High Park Blvd., Toronto, Canada • PLANTS: ACRILAN® ACRYLIC FIBER—Decatur, Ala.; CHEMSTRAND® NYLON—Pensacola, Fla.

# Textured Impressions

Fabrics knitted on the Wildman Jacquard JSD circular knitting machine create lasting impressions in the outerwear line. UNLIMITED pattern range enables fabrics to be knitted that are classics in design and texture.

Double piqué . . . Twill Back . . . Blister . . . Rib . . . Tuck . . . Two-Three-Four Color Welt Back Fabrics. Ideal for high production of unique fabrics. Ask for complete details on this new model, the JSD.



## WILDMAN JACQUARD

WILDMAN JACQUARD CO. • 1210 Stanbridge St. • Norristown, Penna. • Manufacturers of HEMPHILL BANNER Knitting Machines  
A subsidiary of Draper Corporation, Hopedale, Mass.

*The only circular knitting machine using a true Jacquard patterning mechanism.*

**Knitting Techniques****Cost Comparison Of Electronic, Conventional Knitting**

MANCHESTER, England — Great interest has been aroused throughout the world in the Macqueen Tailor-Knitting Machine, the fully-automatic electronic knitting unit, of which a full technical description was given in a recent issue. (See KNITTED OUTERWEAR TIMES, Oct. 17, 1960.) Detailed information has now become available on the vital question of the comparative cost for producing a given garment — in this case a dress in the style shown in the accompanying illustration — by the Tailor-Knitting technique and the conventional cut-sew-trim method.

The cost quoted in this article refer to a cut and sewn garment taken from the current production line of a British knitting mill. For purposes of arbitrary comparison, the British costs have been translated into dollars at a conversion rate of 2.80 dollars = £1 sterling. Three-shift operation is used as the basis for the figures, although round-the-clock working is not current British practice in the knitting industry. Wages and holidays, etc., are based on London standards.

The Macqueen machine makes possible completely automatic production of entire garments such as dresses, suits, swimwear, foundation garments, etc., with sleeves, collars, cuffs, pleats, bows, etc., knitted in as an integral part of the garment. Utilizing an entirely new technique of knitting to produce three-dimensionally fashioned garments, the equipment is electronically controlled from perforated tapes which contain all the operating instructions required to knit and fashion the garment on a special type of double-system V-bed power flat machine. Up to eight 'slave' knitting machines are controlled from one set of perforated tapes in a central electronic control unit, under the supervision of one engineer and one machine minder per shift; the electronic control dispenses with all need for knitting skill.

While the Tailor-Knitting machine is inherently versatile and capable of producing all types of garments to exceptionally close tolerances, it is expected that it will prove particularly attractive for the manufacture of dresses, where the high degree of automation combined with total elimination of cutting waste (each garment being automatically shaped to the required

tern and design of garments (15 minutes per change). The net total number of productive hours per year is therefore approximately 5,874.

It was shown in our earlier technical description of the Tailor-Knitting machine that the total time taken to knit an average dress on the unit was 52.25 minutes. This is for a dress 42 inches long, with a two-inch hem, intended to fit a woman five feet three inches tall. The total number of garments knitted by a set of six 'slave' Tailor-Knitting machines per year of 5,874 productive hours would therefore be, in round figures, 41,250. The dress shown in the accompanying illustration is intended to retail at the British equivalent of \$16.80 dollars per garment, ex-mill.

Cut and sew cost of one dozen garments is as follows:

Weight of material before cutting:	21 lb. 0 oz.
Weight of cutting waste:	4 lb. 9 oz.
Net weight of one dozen garment:	16 lb. 7 oz.

Cost of fabric per lb. \$3.17  
Cost of yarn per lb. 2.20

Cut and sew labor cost per dozen garments:

Marking:	\$ 1.04
Cutting:	1.40
Lockstitching:	14.00
Overlocking:	.70
Button-holing:	1.33
Lining:	.47
Hemstitching:	.84
Finishing:	3.01
Inspection:	1.63
Pressing:	2.57
Packing:	.23

Total: \$27.23

Cut and sew fabric and trimmings cost:

Fabric (21 lb 0 oz. @ 3.17 per lb.)	\$66.64
Linings:	4.77
Trimmings:	6.76
Buttons:	2.05

Total: \$80.22

Cut and sew labor and material cost per dozen garments:

Labor:	\$ 27.23
Material:	80.22

Total: \$107.45

Tailor-Knitting cost per dozen garments:

3 electronic engineers (one per shift) @ 1.18 dollars per hour, 4-hour week, plus 1½ for night shift)	\$ 9,072
---	----------

3 machine minders (one per shift) @ 0.98 dollars per hour, 44-hour week, plus 1½ for night shift)	7,476
5 loopers @ 0.84 dollars per hour, 40-hour week:	8,736

Total labor cost: \$25,284

Labor cost per dozen garments: \$7.35

The three-dimensional fashioning technique employed on the Tailor-Knitting machine eliminates expensive cutting waste and the weight of yarn

(Continued on Page 15)



Sample knit dress produced on electronic machine.

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From spinning  
to dyeing,  
CROSS yarn is  
as fine as human  
skill and technology  
can produce

# CROSS

*...the finest cotton knitting yarn*

Double-Carded or Combed  
Bleached or Dyed



**Cross Cotton  
Mills Company**  
MARION • NORTH CAROLINA

Jacobs and Robson Co., 40 E. 34th St., New York, N.Y.; Carl L. Miller & Sons, 808 First Nat'l. Bank Bldg., Utica, N.Y.; Oliver R. Cross, P.O. Box 529, Marion, N.C.; Carl L. Miller & Sons, 7 Bala Ave., Bala Cynwyd, Pa.; David F. Swain & Co., 105 W. Adams St., Chicago 3, Ill.; J. Allison Davant, Jr., 1011 Johnson Bldg., Charlotte, N.C.



*For varied outerwear offerings*

## DOUBLE Knit DOUBLE Jersey DOUBLE Piqué

To give you the widest range of most salable double knit jersey fabrics for rising popular demand . . . Each machine will turn out rib jersey or plain double jersey with deftness and at high production rate to top your competition.

A choice of two machines

### Model 4RD

Diameter 30"  
Feeders 32  
Ribs per inch 16, 18, 20

### Model 6L6

Diameter 30"  
Feeders 24  
Ribs per inch 16, 18, 20

The 4RD enables you to knit a full range of rib jersey fabrics combining best features of knit and woven fabrics. This machine knits single and double piqué, bourselet, tuck, rib, 8-lock, miss stitch, and patterns using checks, squares, and horizontal stripes.

A simpler lower cost version is the 6L6 — ideal where your output is composed largely of straight run double jersey.

As both machines are in production we are ready to talk deliveries.

#### THE Bentley KNITTING MACHINERY ORGANIZATION, INC.

BLUE CROSS BUILDING • 31 CANAL STREET, PROVIDENCE 2, RHODE ISLAND, U.S.A.

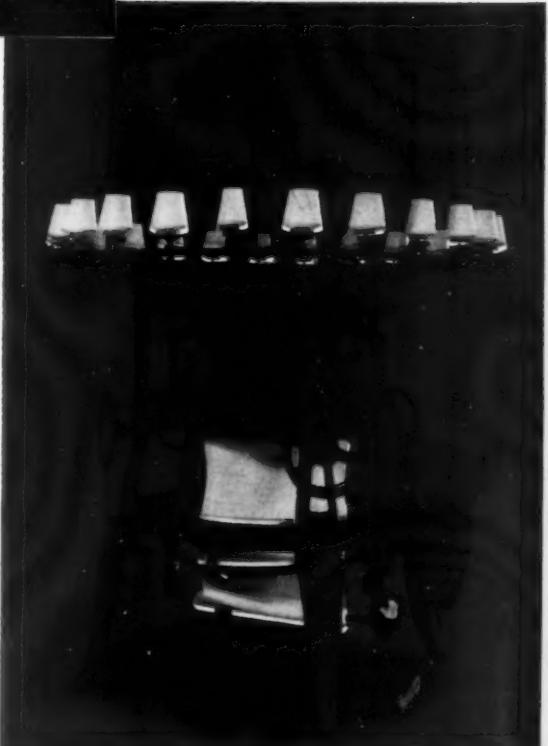
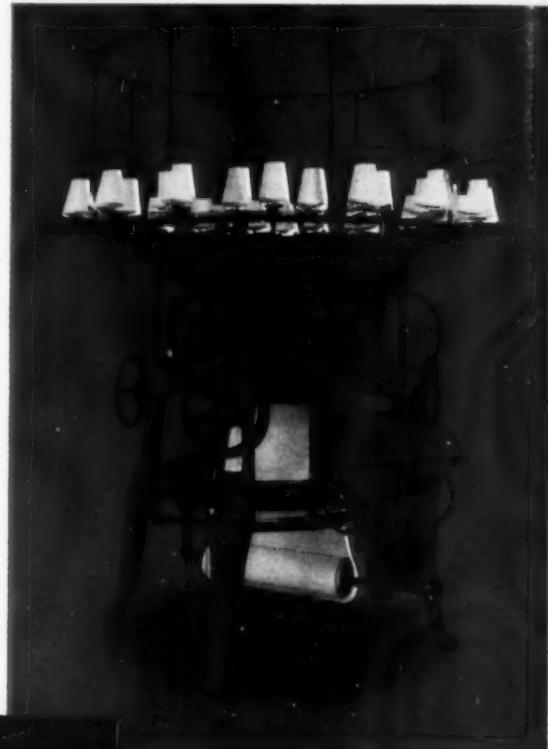
Southern Office: P. O. Box 1887, Liberty Life Building, Charlotte 1, N. C.

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*Don't Compromise . . . Don't Improvise . . . Don't Apologize . . . Knit It On A BENTLEY!*



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## Scott & Williams' New Pique Machine

(Continued from Page 9)

It is therefore possible to maintain closer tolerances during construction of the machine and to hold the needle mesh correctly during the operation of the machine.

The take-up is of the same design as on all Scott & Williams stationary cylinder knitting machines. The take-up rolls, however, have been covered with a one-quarter inch thick synthetic rubber sleeve which is oil resistant. This provides an excellent gripping surface to the fabric and at the same time will not damage the face of the cloth.

Two hand wheels are placed conveniently at the front and back of the machine. These locations permit the wheels to be placed close to the bed plate, which provides easy turning of the machine. Each hand wheel is 15 inches in diameter and may be easily turned by hand. Attached to the hand wheels are a pair of helical gears which instantly disengage themselves when the machine is placed in operation. The gear ratio on the

hand wheel is such that the machine, as large as it is, may be easily turned by hand.

The machine is equipped with a Scott & Williams air unit which prevents the accumulation of lint on yarn carriers, needle latches and slots in outer edges of cylinders and dials. Using one of the air units per machine, regardless of the number of feeds, one general cleaning each eight hours is necessary, it is claimed. The Scott & Williams air unit is simple in design, completely automatic in operation, uses little electric current, is economical in use of compressed air, and requires no attention by the knitter.

The individual motor drive is of the Scott & Williams compact design. Its design and construction eliminate all hazards to the operator. Machines equipped with it may be readily and inexpensively regrouped and relocated when changes in knitting room machine layout arise.

All of the large members of the machine are especially designed and constructed for this large 30 inch machine. The legs are four inches wider at the top and one inch wider at the bottom

than the standard legs. This has been done so that the machine will have a rugged support to reduce vibration to a minimum.

The center plate, bed plate and cross bar have been reinforced, so that they give the proper stability to a large size machine. The right hand drive housing has been designed to properly accommodate the two horsepower Fairbanks Morse pancake type motor required to power the machine. A streamlined belt guard covers the belts between the motor pulley and the main drive pulley.

The main gearing of the machine has been changed to a heavier tooth construction to give proper performance on a large machine. The spindle, dial hub and cap hub are of rugged design, to maintain proper alignment between the dial and cylinder.

A new windup has been designed which is attached to the legs of the machine and is therefore an integral part of the machine. The bar on which the fabric is wound may be easily removed from its brackets by lifting a latch on the right-hand side.

## Mill News

### Eagle Knitting Mills To Open Branch Unit

MILWAUKEE, Wis.—Plans were announced this week for the opening of a branch plant in Shawano, Wis. by Eagle Knitting Mills, Inc. The new plant is scheduled to open in January, according to Arthur Goldstein, president.

Financing of the structure is being handled by funds raised by the Shawano Development Corp. through the sale of debentures and common stock. The new facility will total 15,000 square feet. The building is being purchased from the Shawano Development Corp. by Eagle Knitting Mills, Inc. under a land contract.

A total of 50 people will staff the new plant at the outset. Employment is expected to climb to 125 by the middle of 1961. Opening the branch plant, according to Mr. Goldstein, is not expected to have any effects on the Milwaukee operation.

Eagle Knitting Mills, Inc.,

(Continued on Page 23)

Strictly

Stickley

"Faults of great men all  
remind us,  
We may stumble any time;  
Guyed by critics left behind us,  
Whose say-so isn't worth  
a dime!"

"Virtues of the great  
remind us,  
We may every one aspire,  
Thus confounding those same  
critics,  
Deep in jealous mud and  
mire."

If you stumble, Stickley service picks you up.

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**Orlon® (Type 42)** The versatile fiber consumers want most, retailers sell most, and outerwear knitters find most practical for widespread use. Available in many deniers and cut lengths, "Orlon"\*\* acrylic fiber offers the knitter an unmatched range of aesthetics.

**"Orlon Cantrece"®** The prestige fiber—"Orlon Cantrece"\*\* acrylic—combines the look and luster of silk with the well-known easy-care properties of "Orlon".

**"Orlon Sayelle"®** The newest member of the family has the look and touch of fine wool. And "Orlon Sayelle"† acrylic fiber is tops in performance—with exceptional resilience, hand or machine launderability.

# "ORLON"® ACRYLIC FIBERS

BETTER THINGS FOR BETTER LIVING  
... THROUGH CHEMISTRY



"Orlon" is our registered trademark. When you use it: *Distinguish it*—Capitalize and use quotes or italics, or otherwise distinguish by color, lettering, art work, etc. *Describe it*—Associate it with its generic term—i.e., "Orlon" acrylic fiber. *Designate it*—As Du Pont's trademark for its acrylic fiber in a footnote or otherwise.

\*\*"Orlon Cantrece" is Du Pont's registered trademark for its filament acrylic yarn.

†"Orlon Sayelle" is Du Pont's registered trademark for its bi-component acrylic fiber.



DURELON®  
ACRYLIC FIBER

IS THE  
WEAVING  
KNITWEAR  
FIBER BECAUSE

"O

Uniform quality.

Price stability.

Remarkable range of colorfast shades, easily applied by practical commercial processes.

Unexcelled ease of mill processing.

Unsurpassed versatility of fashionable textures and effects.

Expert technical services available in your own plant and in Du Pont's testing laboratories.

Continuous fabric development.

A powerful year-round merchandising and advertising program for women's sweaters of "Orlon"\*\* acrylic fiber—including:

- Network TV
- Fashion-Magazine Advertising
- Retail-Oriented Programs
- Local Sunday Supplements
- Theme Promotions
- Publicity Photos and Releases

BETTER THINGS FOR BETTER LIVING  
... THROUGH CHEMISTRY



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*in fallspun yarns, value*

*is a known element*



"VALUE" IS A KNOWN ELEMENT in Fallspun Yarns . . . protected by exhaustive quality control through every step of manufacture. When your knitwear profits depend on the value you get from your yarn investment — specify Fallspun! You're assured of top value in any yarn classification.

FALLSPUN YARN BLENDS are created to any specification from vicuna, guanaco, alpaca, cashmere, angora, mohair, all fur fibers, specialty wools, and synthetics of every type.



FALLS YARN MILLS, INC.  
Established 1904

Woonsocket, Rhode Island • PO Box 9-9880

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Stanley Porter, New York City • Pfizenmaier & Kirkland Co., Boston, Mass. • W. J. Miller, Philadelphia, Penna.  
C. L. Miller & Sons, Utica, N. Y. • Anthony, Cheatham & James Yarns, Inc., Burlington, N. C. • D. F. Swain Co., Chicago, Ill.

ranks among the industry's top producers of knitted headwear and infants' and children's cotton knit outerwear.

### **Stephen Schmidt Severs Bonnie Lass Connection**

CLIFTON, N. J.—Stephen F. Schmidt, founder of Bonnie Lass Knitting Mill, manufacturers of men's full-fashioned Ban-Lon shirts, has terminated his association with that company.

Mr. Schmidt, who has been engaged in the knitting business for the past 42 years, served as secretary of the company this past year and as president for seven years prior to that. Mr. Schmidt has sold his interest in Bonnie Lass to Leon Atking, his former partner.

After a brief vacation, Mr. Schmidt will devote his time to Colfax Investments Corp., of which he is president. This corporation is engaged in apartment building and real estate investments.

### **Jantzen President Named**

PORLAND, Ore.—Paul DeKoning, president of Jantzen Inc., has been named a director

of the First National Bank of Oregon, one of the major banking institutions of the state.

He is also a director of the Portland branch of the Federal Reserve Bank of San Francisco, having served in the later capacity since 1959.

### **Jay Lipsey Is Promoted To Higher Jay Post**

PHILADELPHIA, Pa.—Election of Jay Lipsey as assistant treasurer of The Jay Company, Inc., manufacturers of Knitted Sun, casual and sportswear for men, women and children, was announced by Louis Glazer, president.

Mr. Lipsey joined the company in 1950 as an assistant foreman after attending the Philadelphia Textile Institute. He was promoted to manager of the company's knitting division at Eddington, Pa., and under his supervision a new finishing plant was added in 1957. Mr. Lipsey was advanced two years ago to assistant manager and later promoted to manager of the company's entire operations.

Since 1956, Mr. Lipsey has served as a member of the executive committee of the associ-

ated Sun Clothes, Inc., and The Jay Company, Inc. Active in many communal and philanthropic endeavors in the community, he is a member of the board of directors of the Philadelphia Textile Institute Foundation and the Young Men's Council of the Federation of Jewish Agencies. He is active in Allied Jewish Appeal.

### **Good Year Reported By Bulky Knit Mill**

HONESDALE, Pa.—Business is good at the Henry Hartman Knitting Mill, 219 Welwood Ave., Hawley. It has been good throughout each year for the past five or six years. Orders are presently two months ahead of production. The plant makes women's bulky knit sweaters in sizes 32 to 42. The work is done exclusively on a contract basis.

Henry Hartman, owner and manager, bought the mill from another knitting firm in 1947.

Equipment includes 14 Grosser, 3 gauge hand knitting machines, three Lamb border machines, two Hoffman presses, seven three point looping machines comprising on Sotco and

six Hepworth models.

The knitting is done on the first floor and looping and hand sewing on the second floor of the two story frame plant. Raw materials stocks are kept on the first floor adjacent to the knitting machines. The bodies of the sweaters are knit first, then the sleeves, borders, collars and cuffs in that order. Pressing comes next after which they are taken to the second floor to the loopers who loop shoulders, sides, put on the borders, collars and sleeves. The sweaters then go to the hand sewers for tacking other sewing operations.

### **Factoring**

#### **Hooker Talcott Retires As Officer Of Talcott**

Hooker Talcott, vice chairman of the board of James Talcott, Inc., and grandson of James Talcott, the company's founder, announced his retirement as an officer of the company.

Mr. Talcott has been associated with the firm since 1919 and, for many years, was secretary and vice president of the corporation. He became a director in 1922, and will remain in his present post on the board.

**1882-1960  
OLD IN EXPERIENCE  
NEW IN IDEAS**



## **QUALITY SKEIN DYEING and BLEACHING**

<b>WOOL</b>	<b>NYLON</b>
<b>WORSTED</b>	<b>ORLON</b>
<b>ZEPHYR</b>	<b>BLEND'S</b>

### **PHILADELPHIA DYE WORKS**

**WALTER E. KNIFE & SONS, INC.**

**Wyoming Ave. & "G" Street  
Philadelphia 20, Pa.  
Pioneer 3-5454**

# Ban-Lon®

knitwear gives you  
**4** profit pluses  
 for better selling...  
 customer satisfaction



*the test is in the touch*



**FOR YOUR PROTECTION**  
 Fabrics and garments which carry these trademarks  
 must pass rigid quality and performance tests.

For further information, contact your source of supply or write  
*"Everglaze"*  
 Marketing Division,  
 P. O. Box 189,  
 Wilmington 99,  
 Delaware.

#### Quality Control Program

For your protection, all fabrics and garments which carry the famous "Ban-Lon" trademark must undergo and pass rigid tests for quality and performance

#### Skilled Technical Staff

Technical help from the Bancroft Company and its licensees is readily available to give you assistance and advice in carrying out your "Ban-Lon" program

#### Nation-Wide Marketing Program

Trained marketing personnel visit stores throughout the country regularly to acquaint merchandise managers, buyers, and sales personnel with the unique advantages of "Ban-Lon" fabrics and fashions, as well as with the latest developments

#### Unique "Ban-Lon" Properties

The permanent crimp in the "Textralized" yarn assures:

- soft, luxurious hand
- excellent stability
- resistance to pilling, wrinkling
  - remarkable absorbency
  - sharp, bright colors
- added bulk with less weight

The permanent crimp in the yarn puts the plus in Ban-Lon fabrics and garments

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in  
Ban-Lon  
fabrics  
and  
garments

## Men's Wear

### Trowbridge Sees Wool Continuing As Top Fiber In Men's, Boys' Sweaters

LOS ANGELES, Calif.—Wool has never faded from popularity in men's and boys' sweaters, and will be bigger than ever in Catalina's 1961 lines, according to C. A. Trowbridge, vice president.

"The public has to be educated to the various virtues of all the new blends that are constantly being foisted on the market, but the warmth, feel and longevity of wool are common knowledge," Mr. Trowbridge noted. "We believe that wool will continue to hold the front line position that in our experience it has never given up. We feel that Orlon will remain an important fiber in 1961, but its position will be relegated to lower end goods."

Ban-Lon, he stated, will still be used by Catalina in sweater-shirts because "it has been so well accepted by our customers."

#### Dip In Bulkies

"We think that the demand for bulky knits will be on the decline," Mr. Trowbridge continued. "The transition to the extremely fine gauge knit garment will be gradual, with the modified bulky taking first place in 1961 and the fine gauge following a year later."

Mr. Trowbridge sees the collarless look "as the major fashion news" for the coming fall, "with the high V and crew necks as number one volume and turtle necks being the high fashion feature." "The shawl collar," he believes, "will lose its fashion significance but should continue to sell in lesser quantities to the customer who is not yet aware of the trends. We are also considering doing a tremendous amount of business in the cardigan category.

We have great faith in the return of bright blue and navy blue for our high-fashion sweaters and sweater-shirts. Brown shades, from the bone to burnt orange, are what we believe in for volume. In our opinion, gold and green will continue

to sell but can no longer be considered as news. Since the styling trend in sweaters is becoming more classic, we do not think that multi-colored jacquards with unusual color treatments and pattern themes will gain in significance. It looks as though we are going into a very fine and neat era."

### Five Thousand To Attend NARCF Convention

WASHINGTON, D. C. — Five thousand men's wear retailers from all parts of the country will attend the 43rd annual convention of the National Association of Retail Clothiers and Furnishers to be held at the Palmer House, Chicago, Illinois, from February 19 through the 22nd.

#### Numerous Displays

Exhibits in nearly 340 display rooms will feature the newest in men's apparel, fabrics and tools to help the merchant. These exhibits will be on four floors of the hotel, and a limited number of display rooms are still available.

The business program will include speeches and a number

of panel sessions dealing with practical merchandising and store operation problems facing the men's wear merchant in 1961. Some topics for the panel sessions have already been announced. They are: The future for the men's wear merchant, Planning for fall, 1961, Better men's wear advertising, and More productivity through better salesmen.

#### Style Show

A highlight of the convention will be a men's wear style show featuring American fashions and garments from all parts of the world. These will be presented by Esquire Magazine with Oscar E. Schoeffler, fashion editor, as moderator. During the opening breakfast a salute to the press of the nation will be made honoring newspapers for their increasing recognition of men's wear as news.

#### Trip For Winners

Three merchants selected at the convention as the best dressed men's wear retailers will be given a trip next Easter Sunday to Atlantic City, N. J., where they will serve as judges of the best dressed in the famous boardwalk Easter parade.



**Aldon research  
builds your markets**

**Aldon**

*—the mill with a feeling for fibers*

offers its customers an outstanding research program — for developing new wool-spun yarns out of new fibers and new formulas . . . for maintaining the most accurate quality controls in the industry . . . in short, to provide new solutions to old problems, and ways to meet new demands.

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## Men's Wear

### Rybke Notes Trend Away From Bulkies

PORLTAND, Ore. — Ben Rybke, veteran local knitwear wholesaler, feels that sweaters are getting away from the bulky trend, particularly in men's styles.

There's no one general style trend evident at the moment, he indicated. "We now have to show a little bit of every type, to see what the consumer wants."

He finds the shawl collar for men not nearly as acceptable as it was. Best style this year has been the zipper cardigan. The high V has done well but for next year its fate is still uncertain. Boatnecks have aroused little interest.

Orlon is still holding strong in Mr. Rybke's business, but wool is "coming back a little."

Knit sport shirts are steadily becoming more of a staple item with year-round characteristics. Ban-Lon and cotton are the favored materials.

In women's lines, the bulky factor was still big this fall, but it is not producing re-orders in the same volume as last year.

Orlon is predominant by far with Mr. Rybke's trade. Its absolute washability is still important, particularly for white sweaters—which outsell all the others put together. Wool has its place in the business, he stated, but is not bought too extensively and is favored mainly by the older, larger woman. Fur blends are still well liked in this territory, but low-priced Japanese competition has been a deterring factor.

The purple shades have been outstanding this fall—in sweaters, in cotton knit tops and in pants. Everybody has bought lilac for January and February, and it appears due for another big season. Other good shades have been carnation—a deep pink, and candle—a light shade in the gold family.

All children's knitwear continues to be stocked in Orlon, with bulkies maintaining popularity for little girls, Mr. Rybke reported.

## Sewing

### Whitsel To Retire From Union Special

CHICAGO, Ill.—Union Special Machine Company, manufacturer of industrial sewing machines, announces the appointment of Marion O. Moulton as sales manager of domestic sales. He succeeds Travis S. Whitsel, vice president, who is retiring after a 42-year career with the company.

Mr. Whitsel will be retained by Union Special Machine Company as a consultant. It is indicated that he may also be engaged in other consulting work within the industry.

Larry M. Brown becomes assistant sales manager; John R. Haderly, manager of technical sales; and Jack R. LeTourneau, assistant district manager at New York, with Guenter Glueck appointed as representative to take over the sales territory vacated by Mr. LeTourneau.

Mr. Moulton, who has been with Union Special since 1933, became manager of the company's Atlanta district office in 1952 and was named assistant sales manager for domestic sales two years ago. Mr. Brown was

manager of product application until 1959 when he was named manager of technical sales. Mr. Haderly formerly served as assistant district manager at Philadelphia and most recently at New York.

### Singer To Sell Wacher Tucking Machine Line

Singer Industrial Sales offices will sell the complete line of Wacher multiple needle tucking and fancy stitching attachments and machines, throughout the United States and Canada, John W. Cull, vice president, Singer Sewing Machine Co., announced.

Manufactured by Wacher Sewing Machines, New York City, the line consists of multiple tucking and fancy stitching attachments and machines.

Included in the Wacher line are units for producing from three to 37 tucks in one operation; pin tucks, cluster tucks or invisible tucks may be accomplished, with no pressing necessary, on all popular materials including nylon, Dacron, poplin and light woolens.

The sewing machines used by Wacher are new Singer machines as modified and supplied by Prazak Special Machine Co.

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**Swimwear****Knits Now Big  
In Jantzen Line**

PORTLAND, Ore.—Knitted swim suits in the women's line have shown a sharp increase in 1961 production at Jantzen Inc. and now represent a very substantial percentage of the company's total swimwear production. Looking at the fabric classifications in terms of their relative importance, the knit gain presents a definite shift away from the long period of supremacy enjoyed by the woven elastized.

This trend has been developing over the past several years; but this year, in particular, the increase has been at a greatly accelerated rate.

Much of the increase in knit business can be attributed to the rise of interesting new knitted fabrics, according to Stanley Stearns, Jantzen's general merchandising manager. The industry has gone to great lengths to provide such interest, and the continually increasing public response is fully justifying the imagination and enterprise which we have gone into exploring these potentialities.

**Jacquards, Screen Prints**

Much of the increase is in jacquards, and a significant factor here is that Helanca-processed materials now are offered in stripes, jacquards and in various types of prints. Jacquard patterns in swim suits are enjoying a fashion comeback of considerable importance.

"The trend this year is strongly toward jacquard and screen prints. Prints are meeting an increasing demand in jacquards; in fact, the Helanca suit in solid color can now be regarded as more or less of a nic."

Also contributing to the current increases in knit suit volume, Mr. Stearns said, is the tremendous popularity of knits in general, for every type of suit, to such an extent that even men's goods are now being given a knit look, sometimes in such faithful duplication that a close inspection is needed to tell the difference.

Mr. Stearns also cited the fact that wearing a knitted suit is a new experience to many women

today. Many of the young girls who make up the greatest proportion of today's swimwear market have never had a knitted suit.

Countering the inroads of the knit suit, Vyrene and Lycra will become more important for the woven elasticized fabrics, because of the need to provide greater lightness and flexibility than in the past, Mr. Stearns said.

The bare look of this year's swim styling, which has been stressed in the Jantzen '61 line, seems slated to continue.

Two-piece suits, currently sponsored by Jantzen in a wide selection of styles and fabrics, will be greatly increased. While they still represent a relatively small percentage of production, they are definitely increasing.

The bikini represents only a small percentage of two-piece suit production. With the exception of a few stores, its wearing is mainly confined to home pools.

The sheath will still be the largest seller, but the maillot is coming up strongly, even in such conservative areas as New England, where Jantzen finds stores are now stocking the maillot in depth.

George McCormick, Jantzen's designer of knit swim suits, feels that the maillot is still on the increase and that it will eventually surpass the sheath. He believes that it is a more flattering style. "There is a myth that the sheath camouflages the thighs; but actually the high-cut maillot makes legs look longer, and it doesn't cut into the heavy part of the thigh," he said.

Textures, he noted, are now moving in two opposite directions. The bulky and the smooth textures are equally important; but even the bulky textures must be light in weight.

As an example of the importance of new textures, Mr. McCormick cited Jantzen's striking achievement in the 1961 line—a ribbon-knit done by machine, probably the first time this has ever been accomplished. This suit has been an excellent seller at \$29.95 and \$35 for two-piece and maillot respectively.

A highly successful knitted fabric in this year's line has been the "sparkle nylon," in which colors sparkle and take on new brilliance.

**SPECIALIZING IN****KNITTED LININGS for SWIM  
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- Celanese
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**THERE'S MORE TRUTH  
THAN FANCY IN THIS THOUGHT**

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**"The businessman who operates without advertising is like a man who winks at a pretty girl in the dark. He may know what he's doing—but no one else does."**



**FOR ADVERTISING THAT PAYS . . .  
IT PAYS TO ADVERTISE IN THE  
"KNITTED OUTERWEAR TIMES"**



**The Knitwear Industry's "first read,  
most read, best read" trade paper!**

## U K M L Urges Curb On Imports, Other Measures

(Continued from Page 1)  
more complex and costly than ever before."

Mr. Alper said the past year could be characterized for the knitted outerwear industry as the "year of the great import flood." Imports of knitwear from Japan, Hong Kong and Italy, he claimed, reached a high mark this year to "the detriment of both employers and employees" in the knitted outerwear industry.

"Imports of knitted outerwear from Hong Kong are growing and are aggravating the injury already caused by imports from Japan and other countries. The labor costs in Hong Kong are even lower than the pitiful wages and standards that exist in Japan," Mr. Alper contended.

"Some of our more opportunistic and short-sighted wholesalers and retailers have been quick to jump on the bandwagon of quick profits without concern for the domestic producer and wage earner, who is the ultimate consumer."

"Low-priced Italian knitted outerwear has been appearing on the American market in greater quantities and lower prices than ever before. This relatively recent source of imports is adding to the already aggravating condition of the American producer. Buying of Italian goods by American retailers is increasing rapidly over last year. Knitwear is first among Italy's export commodities."

"In helping to expand the growth of imports, at the expense of the domestic knitwear industry, our retail merchants have chosen to ignore their basic responsibility to the American manufacturers and to the American employees. While refusing to project long-range planning and place early business with the American knitwear manufacturers they have shown no reluctance in working early and far in advance of the season on their imports."

"This new attitude on the part of retail merchants has precluded our domestic producers from getting early business, curtailed our season, making profitable operation almost impossible. Caution has been the watch-

word when applied to domestic merchandise. Reorders this year have been almost non-existent. Mill operation has been spotty and sporadic and our employees have suffered along with their employers."

"Is it right to ignore home industry and use it only as a convenience? To use the domestic industry as a warehouse, when repeats on imports are not available? Definitely not."

"Continued unchecked growth of imports of knitgoods from low wage countries threatens disaster. We cannot in the second half of the 20th century compete against 19th century wage and working conditions; no American knitwear manufacturer can long survive against wage levels of 10 and 12 cents per hour."

"If sweater imports from low wage countries continue to increase, our sweater factories will be forced to close and thousands of our employees will be jobless."

"I do not pretend to be an expert on tariffs and import quotas, but I do know that we cannot afford to ignore the threat that increasing imports poses to the future of our business and to the working peoples that we employ. The problem must be faced and resolved."

### Non-Cellulosic Fiber Capacity At 386 Million

(Continued from Page 1)

20,600,000 pounds, an increase of six per cent compared with October; cumulative January-November deliveries this year at 251,400,000 pounds were 17 per cent below shipments in the same 1959 period, however. Regular and intermediate tenacity rayon yarn deliveries at 12,400,000 pounds were nine per cent higher than October, but the 11-months total this year at 132,300,000 pounds was off 20 per cent from the same months a year earlier.

Rayon staple and tow shipments in November at 29,800,000 pounds were five per cent above the October level. Aggregate deliveries through November this year were 290,100,000 pounds, off nine per cent from January-November last year.

Shipments of acetate rayon yarn in November exceeded production by 4,400,000 pounds and stocks in the hands of pro-

ducers therefore declined by the same amount to 119,000,000 pounds as of November 30.

### NKOA To Oppose Cut In Headwear Tariff

(Continued from Page 1)  
pounds, valued at \$763,312.

"This," he said, "represents a substantial increase over 1958. Although the trend has been upward since 1953, it has not been consistently so. In 1953,

imports of this kind amounted to 117,000 pounds, valued at about a half million dollars. The years 1954 and 1955 witnessed a decline in the import of such headwear. But 1956 saw the totals restored to approximately a half million dollars in value, with poundage up to 133,000 pounds. However, 1959 was not the high-water mark for such imports. In 1952 the volume (Continued on Page 30)

## BUTTONS

A complete selection of  
sew-thru and shank buttons  
in plain and textured polyesters.

Also  
Plastics, acrylics, metals and pearls.  
Perfect color matching.  
One day service.  
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MILL EQUIPMENT, MACHINERY WANTED, FOR SALE

### FOR SALE

Established knitting mill with or without modern building. Located near metropolitan area consisting of a variety of knitting and sewing machines now making men's and ladies' sweaters.

BOX 528

### FOR SALE OR LEASE

Complete Full-Fashioned 9 Gauge Plant Unit

- 1—13 section Reading full-fashioned machine, 9 gauge, 6 cut.
- 1—Stoll flat machine, 7 gauge, Model JBOM/B.
- 9—Looping machines, 6 and 7 point.
- 3—Union Specials (for above).
- 1—Pressing machine.

Ideal for double jersey dress tops or sweaters—ready to operate.

BOX 520C

### BEST BUYS

- 2—Roby, 96", 7 cut, double jack flat L. & L.**
- 3—Philip Mach., 32 feed, 30", 17½", 18 & 18½ cut**
- 1—S&W Interlock, 32 feed, 16½ cut, 30"**
- 4—Phila. Jacq. TAI, 8½, 12, 13½, 16½ cut, 30", 12 feed, 4 col. strip.**
- 1—Phila. Jacq. TJ, 10 cut, 30", 12 feed, 4 color strip.**
- 1—Phila. Jacq. TJ, 8 cut, 28", 6 feed, 4 col. strip.**
- 1—Phila. Jacq. TJ, 16", 7 cut, 4 col. str.**
- 1—Phila. Jacq. LHB, 5 cut, 30", 6 months old**
- 2—Phila. Jacq. LH, 6 & 8 cut, 30" & 28", 6 feed**
- 1—O.G. 32", 36 feed, 8 cut, multi-feed jersey & 1x1 rib**
- 2—Phila. Jacq. LA 30", 12 feed, 7 & 10 cut, 3 col. str.**
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- 8—Phila. Jacq. TA, 11" to 20", 4 feed, 6 to 12 cut**
- 1—Phila. Jacq. TA, 30", 12 cut, 12 feed, extra cyl. & dials**
- 1—Phila. Jacq. MLW, 28", 11 cut, 24 feed, automatics & wheels**
- 4—Wildman PB2, 15", 17", 18", 22", 8 and 10 cut**
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- 2—Lamb double head border machines, 7 & 8 cut, with motors**
- 1—Dubied Flat, 44", 7 cut, high & low needles**
- 1—Dubied BAN, 56", 12 cut, Jacquards front & back**
- 1—Supreme flat mach., 5 cut 26"**
- 6—Cissel Tumbler Dryers, 30" x 36"**
- 2—Wildman interlock, 23", 21 feed, 10 cut**
- 1—Universal Supramat, 62", 8 cut, like new**
- 1—Roto-Coner section, 20 spindles**
- 5—Reiner full-fashioned mach., 21 gauge, special attachment**

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Jacquard LH 6 cut machines.  
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Knitting mill in Denver, Colorado. Great possibilities. Specializing in school award sweaters, ski, etc.; Also emblems and monograms of all types.

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1—33, 19 cut Philip machine.  
CALL WOrth 6-4325 (N. Y.)

### WANTED

4 or 5 fully automatic high and low needle flat machines. Write price and details.

BOX 520H

### FOR SALE

- 1—1958 Komet 48 gauge knitting mach.—200 needle—  
3½" dia. Serial No. 34057
- 2—Henrici S. S. Washers—2 comp. 40 x 84"
- 2—Henrici S. S. Washers—3 comp. 40 x 96"
- 4—1958 S. S. 200 lb. Pad Dye Mach.
- 1—S. S. 150 lb. Pad Dye Mach.
- 1—40 Spin. No. 44# Roto-Coner
- 2—30" S. S. Extractors
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- 6—Steam Tumble Dryers—36 x 30 with controls
- 20—S. S. Dye House Trucks

WM. RABINOWITZ & SONS

GORDON & JORDAN STS.

ALLENTOWN, PA.

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2—"SUPREME" BRW sweater machines, 4 cut, 30", 16 feed, strippers and pattern wheels.  
1—PHILA. JACQ. "AI" Interlock sweater machines, 32", 32 feed, 17 cut.

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**BUY—SELL—REPAIR  
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Fosters, rewinders, Skeiners, unravellers. Oiled, greased, etc. Weekly maintenance. Reasonable.  
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Worsts — Synthetics — Blends  
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We always carry a large stock of yarns, dyed on cones for immediate use.

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**WANTED**

Reliable source of 12/2 Durene Cotton.

We use 18,000 lbs. annually.

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3000 lbs.—3½ run, grey, 65% garnetted Orlon, 35% wool  
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525 lbs.—3½ run navy, 65% garnetted Orlon, 35% wool  
1000 lbs.—3½ run, blue heather, 86% lamb's wool, 10% alpaca, 4% nylon  
1650 lbs.—3200 yds., loop yarns, white peacock, ginger, black, cones  
1750 lbs.—9/1, 15/1, 1/32, 50/2, 60/2, black, Orlon and Acrlan acrylic cones  
400 lbs.—2/27, maize, 100% Darvan nyltril, cones  
400 lbs.—1/32, lt. heather, 55% Orlon, 45% Arnel, cones  
2200 lbs.—3 run, 3.5 run, 5 run, lamb's wool and Orlon acrylic, cones  
600 lbs.—1½ dk. brown, 2½ red, 100% Wool Shetland, cones  
850 lbs.—2/14, 75% Wool, 25% Nylon, black, cones  
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1500 lbs.—1½ and 2%, camel, 75% wool, 22% mohair and 3% nylon

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We carry in stock  
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all sizes for the  
knitting trade!

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BOX 520K

**ADMINISTRATOR WANTED**

One capable of taking complete charge of plant consisting of Kiddie machines. Must have thorough knowledge and experience.

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Young man, alert, intelligent, experienced in handling yarns and records in knitting department. Excellent opportunity for conscientious person. All replies confidential.

BOX 520G

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Experienced mechanic on Supreme Wheel Machine. Modern plant. Steady work. Eastern Pennsylvania.

BOX 470

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We offer an exceptional opportunity for growth to an aggressive young man with some industry background. Duties will consist of customer liaison and research and development. New York office.

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Experienced on double lock flat machines.  
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Call WALKER 5-9612

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Experienced Merrow Mechanic who would be willing to relocate in Chicago. Attractive proposition for man capable of rebuilding and servicing all type Merrows. Well established firm, permanent position.

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**CONTRACT WORK, CONTRACTORS WANTED****CONTRACTORS WANTED**

with Jacquard transfer machines to produce ladies' and men's Jacquard sweaters.

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**WORK WANTED**

On Raschel and Cidega machines.

BOX 514

**CONTRACT-KNITTING-WANTED**

For 16½ cut Morat machines.

BOX 520J

**CONTRACT WORK WANTED**

For men's and ladies' sweaters on TJI 5 cut machines.

BOX 520F

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NEED CASH FAST?

**YARN CLOSEOUTS WANTED**

Ban-Lon and Orlon Acrylic Small or Large Lots

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**CLOSE-OUTS WANTED**

CASH PAID for surplus stocks of Sweaters and Bathing Suits.

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**KNIT FABRICS, CLOSEOUTS WANTED**

Cottons, Jerseys, Nylon Fleece, Lastex, Novelties, Metallics.  
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**POSITIONS WANTED****KNIT FABRICS SALESMAN**

Men's, boys' and children's.  
Well known-volume-seven figures.

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**FIRST CLASS KNITTER MECHANIC**

On all types of flat machines, extensive knowledge of circulars. Served apprenticeship on Stoll machines. 30 years of managerial and designing experience. Thorough knowledge of all cutting and sewing operations, seeks position with reliable firm. Excellent references. Relocate anywhere.

BOX 524

**REAL ESTATE****PLANT FOR SALE OR RENT**

Mill manufacturing a quality line of better priced full-fashioned sweaters and a complete plant of hand knitting machines for bulky and fine gauge sweaters. Experienced help and good labor area.

BOX 526

**FOR RENT**

5200 square feet plus parking lot. Good for knitting mill. Jamaica area. Reasonable.

Write BOX 525 or call OLYMPIA 7-9732

**LINES WANTED****KNITWEAR LINES WANTED**

Men's and Boys'

Established sales organization with substantial following among department stores, resident offices and retailers, desires volume-producing, medium priced line of knitwear. Thorough coverage and hard hitting promotional program guaranteed. All major shows plus New York showroom.

BOX 520

## BUSINESS OPPORTUNITIES

**TAX LOSS KNITWEAR CORP. FOR SALE**

Substantial tax loss corporation available for carryback or carry forward against profits. Immediately available.

**BOX 527**

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**WINDING PLANT WITH BUILDING**

For sale or lease. Or will consider partner with following. Excellent opportunity.

**Call LAurelton 7-8977 at any time.**

## HELP WANTED

**WANTED****RESEARCH & DEVELOPMENT**

Nationally prominent New England knitted fabric manufacturer has outstanding career opportunity open. Applicant must have broad experience in latch needle circular knitting as well as background knowledge of dyeing and finishing synthetic and natural fibres as well as blends.

If you are young and aggressive, with initiative and imagination you will be given the responsibility to create new products and the authority to get things done, reporting directly to top management.

Reply in the strictest confidence to:

**BOX 520M**

**SUBSCRIPTION ORDER FORM**

KNITTED OUTERWEAR TIMES  
386 Park Ave. South, New York 16, N. Y.

Please enter our subscription to the Knitted Outerwear Times for one year. Check is enclosed. Domestic — \$10.00 per year; Canada-Foreign — \$15.00 per year.

Name.....

Address.....

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RATES: one insertion—35 cents per word. Words set completely in capitals — 40 cents per word. Box numbers count as two words. Minimum cost of advertisement—\$5.50. Minimum cost of Positions Wanted advertisements — \$5.00. Trade Wants for Monday's paper must be in by preceding Wednesday, 2 P.M. Please enclose payment with your order.

Wanted: Knitter mechanic on flat machines. Universal-Tricoma. Night shift. Good pay, steady work. BOX 520E.

Wanted: Experienced supervisor, male or female, to manage bulky sweater plant. BOX 519.

Wanted: Thoroughly experienced knit room foreman for established South American mill. Must be willing to permanently relocate. Good salary. BOX 520P.

Wanted: Foster winding machines. Also Roto-Coner backwinders or 102 Foster backwinders. BOX 503.

Mill representative seeking line of well made, popular priced bulkies. Can be sure of good volume. BOX 520Q.

Designer wanted to submit sketches on a free lance basis to Canadian knit goods manufacturer. Ladies novelty sweaters. BOX 520R.

**EMPLOYERS—*****Need Additional Help?***

- You're sure to get the results you want—by inserting an inexpensive ad in the Industry's Market Place Section of the "Times."

**To Place Your Ad:  
Call Murray Hill 3-7519 or  
Use This Handy Order Blank**

KNITTED OUTERWEAR TIMES  
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Gentlemen:

Insert the ad written below in ..... issues.  
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**Please Enclose Payment With Order.  
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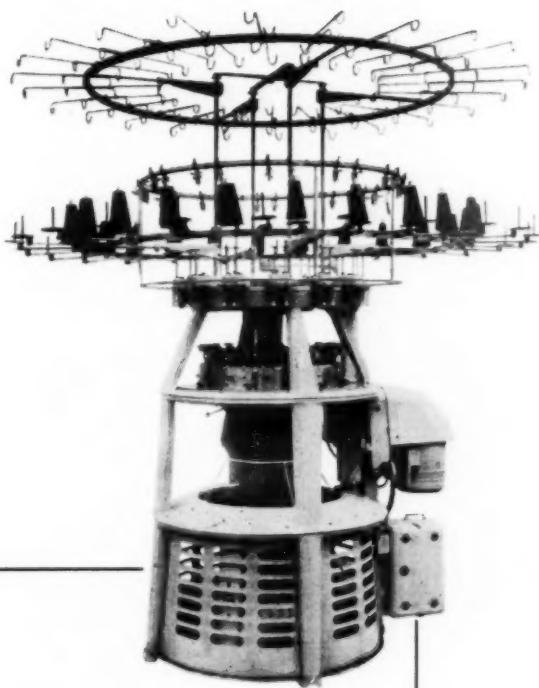
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